

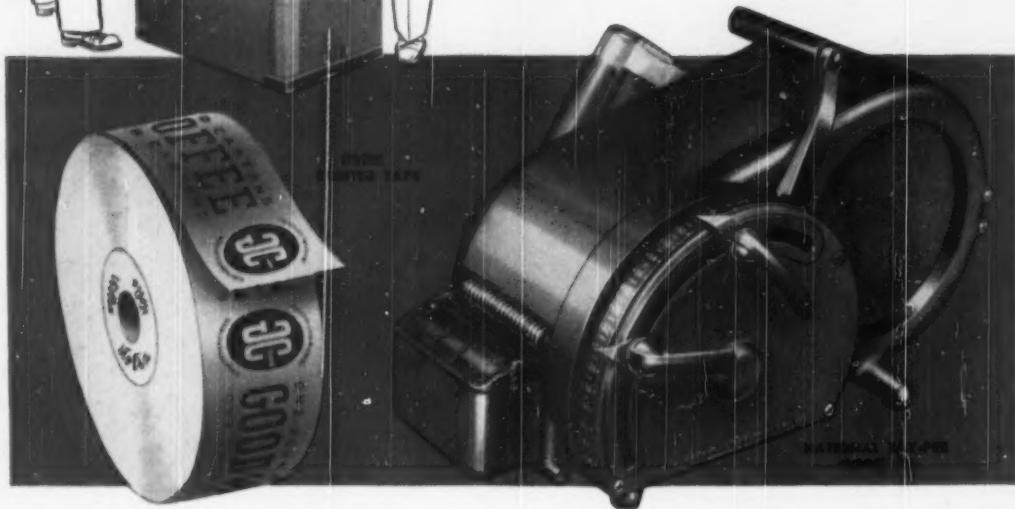
Shipping MANAGEMENT



Packing / Transport Handling



You can't buy a Better Closure for Looks or Money!



GUMMED TAPE is the busy shipper's choice for sealing cartons because it is easier to handle — it *reinforces* the carton at trouble spots (seams and corners) — impresses the customer with its neat appearance — it permits re-use of the carton — costs less in equipment outlay. "It Gives You Most for the Least."

What's more, when you use ITSTIX® printed tape your container becomes (1) a traveling advertisement that helps sell your house and goods; (2) a "burglar alarm" system that controls pilfering

losses because thieves can't reseal with *your* tape. Misunderstandings with customers are avoided.

And to be sure the tape is *always* adequately moistened *overall* so that all openings are locked tight against dust, dirt, vermin and weather — standardize on NATIONAL TAY-PER® dispensing with POSITIVE *AUTOMATIC MOISTENING CONTROL. In addition to proper moistening of corners, ends and middle, you get tape savings up to 50%! Write for complete details—use coupon TODAY.

*Endorsed by the Association of American Railroads and the Gummed Industries Association, Inc.



NASHUA PACKAGE SEALING CO.

NASHUA, NEW HAMPSHIRE

We're interested in ITSTIX PRINTED TAPE THE NATIONAL TAY-PER
application.

Name _____

Company _____

Address _____

SHALL WE SHIP BY BOAT? PLANE? TRAIN? TRUCK? WHAT ROUTE?

SHALL WE USE CARTONS? BOXES? CRATES? KNOCKDOWN? ASSEMBLED?

WHAT DOES THE LAW SAY?

SHALL WE ESTABLISH WAREHOUSES? FACTORIES? BRANCHES?
JOBBERS?

WANTED

Trained MEN to answer TRAFFIC Questions

TO DAY there is no field of business that offers more opportunities than your own field—traffic.

Faced with using a national transportation system that deals with \$8,000,000,000 payments to hundreds of railroads every year, and \$1,000,000,000 to some 1,500 motor trucking companies annually—faced with almost daily new developments in scheduling shipments by boat, truck, plane and train, in containers of wood, metal, paper and fiber-board—business is constantly calling for help-trained help. Already you yourself know something of these problems. But suppose that today, right in your own office, it suddenly became possible for you to take over the Traffic Manager's desk.

What a break! Instantly you think of the splendid opportunity ahead, the good salary the position pays, the power and authority and respect you command.

But, even as such thoughts flash through your mind, there comes the thought of added responsibility.

Will you be able to answer the hundreds of questions that will come up on classifications, rates, tariffs, laws, and regulations?

Will you correctly answer such questions, knowing all the time that a single wrong answer may cost your firm thousands of dollars?

You Can Fit Yourself to Answer!

On your present job you probably encounter few such problems. How sure do you feel that given such a glorious opportunity you could make good?

There's not a man in a thousand in your position who wouldn't pull some boners—yet, there's probably not more than one man in a hundred who couldn't train himself so as to come through such a test with flying colors.

How? By training himself along those lines that so many present day traffic managers have followed—the LaSalle Problem Method of Traffic Management training.

LaSalle traffic training has been formulated by experienced traffic men for men just like you. Many of today's traffic managers have studied it, gained by it, in many cases attained their present envi-

able positions because of it. Hundreds of additional men, now tops in their field, have contributed to its building and are advising so that it stays up-to-the-minute, practical, useful, profitable.

What is the secret of this training which is so outstanding in its reputation and accomplishments? Why has it helped so many traffic executives to advance themselves?

There is no secret.

Although the method is original with LaSalle, it's such a common-sense procedure that you'll instantly see its advantages. It consists of your solving practical and actual traffic problems over and over again—starting with the easy ones and working up by degrees to the most complex and difficult ones.

You Train Under Experts!

All the time you work with a staff of practical traffic men—experts every one. Imagine what you could learn if your own company's Traffic Manager had the time to coach you personally as many hours a week as you cared to have him. Imagine that in addition to your own Traffic Manager you could command the help of other expert traffic managers—ask them questions, enjoy their expert advice, suggestion, and assistance. How long would it be before you, too, had mastered the intricacies of executive traffic control?

Such coaching, such question-and-answer training, such help with all the common (and most of the uncommon) traffic problems, is what, in essence, the LaSalle traffic experts offer you.

The training is based on manuals, problem sheets, and practice material which has been reviewed by 150 of the country's leading traffic executives. Constantly it changes, constantly it is improved, constantly it incorporates the newest and best practice for choosing the latest and most profitable transport facilities.

This country's vast and complicated transportation system is today growing by the minute. New opportunities are presenting themselves week in and week out for the men who are trained to grasp them.

Already you have a foothold in this great field of opportunity. Already other men just like you are preparing to scale the heights of opportunity with the aid of LaSalle's sound training. Are you any less ambitious than these other fellows?

Write For This Free Book!

Don't hesitate! At least investigate the very remarkable possibilities right in the field which you have already entered.

Let us send you a copy of the fascinating book pictured here. In its

48 interesting pages you'll find many facts about men who are benefiting by LaSalle traffic training. Only when you have read it can you understand what amazingly desirable opportunities may lie ahead for you!

There is no obligation whatsoever when you send for this book. Fill in the coupon and mail it today.



FREE TRAFFIC MANAGEMENT BOOKLET.

Please send me your free booklet about Traffic Management and your Training.

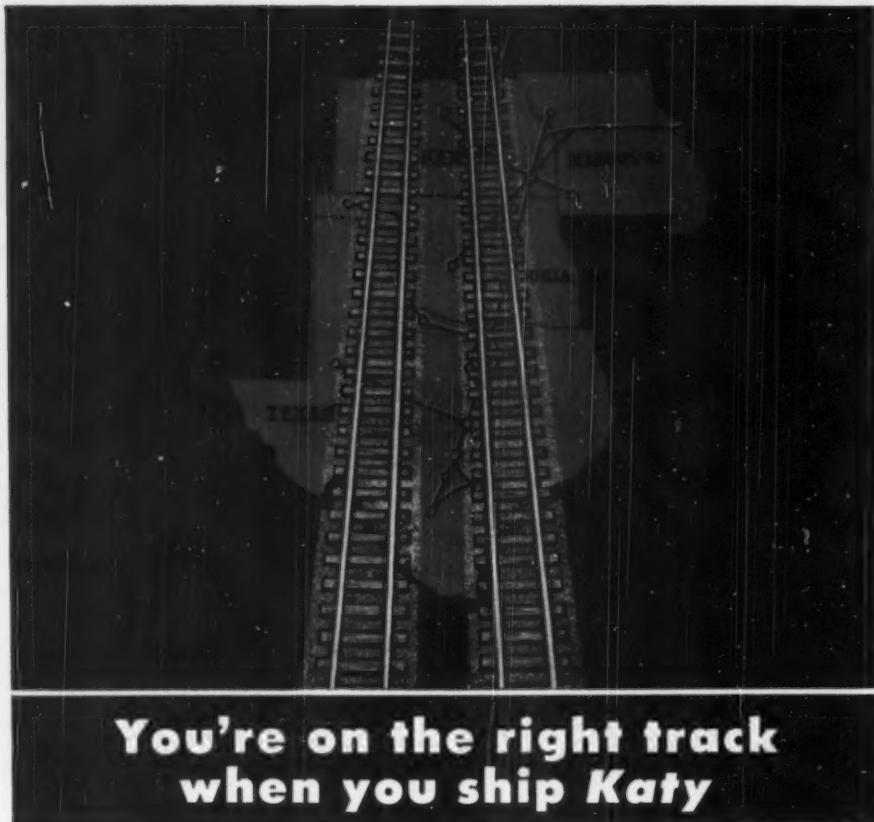
Name _____

Position _____

Address _____

LASALLE EXTENSION UNIVERSITY

DEPT. 334-T A CORRESPONDENCE INSTITUTION CHICAGO 5, ILL.



You're on the right track when you ship Katy

Five crack Katy freights, operating on stepped-up daily schedules, provide dependable, on-time service between Texas and Oklahoma and the North, with extensive connecting service at terminals.

Smooth-hauling new road and yard Diesels, new cars and new rail... new automatic signals... the swift magic of radio, on-line and at terminals... service PLUS to you. Broader facilities, in rolling stock, yards and terminals, with one idea in mind: SAFER, BETTER FREIGHT SERVICE for You!



the
Katy
NATURAL ROUTE → SOUTHWEST



TESTS PROVE

GUMMED
SEALING
TAPE

HAS WHAT IT TAKES
TO DELIVER SAFELY

ANYTIME — ANYWHERE

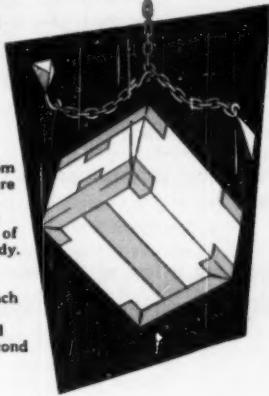
The high quality and "stick-to-it-iveness" of Gummed Sealing Tape did not just happen. It is the result of constant Product Laboratory control and research. Through the facilities of independent laboratories the punishment-taking qualities of containers sealed with Gummed Sealing Tape are tested periodically to assure the shipper of the best in shipping container closure performance.

DROP TEST—Results of tests conducted by an independent testing laboratory (name on request) showed that in the various groups, "the boxes closed with six pieces of three-inch gummed paper tape are, in general, the most durable."

In drop tests (to determine comparative strength of manufacturer's joint), boxes were loaded with wooden blocks to a gross weight of approximately 62 lbs.

Each box was dropped on each of its eight corners from a 4-foot height unless failure of the joint or box occurred before the eighth drop was reached. Here is the result of an impartial laboratory study.

Six boxes were used in numerous tests—three in each test represented 2 types of joints. Taped joints showed only 2.1% failure. The second type joint showed over 33.4% failure.



THE GUMMED INDUSTRIES ASSOCIATION, INC.
19 WEST 44th STREET NEW YORK 18, N. Y.

MEM—METHODS—MATERIALS

TAPED BOXES		
BOX No.	DROP No.	CONDITION
1	6	Box Failure — Tape Intact
2	5	Box Failure — 3" of Tape Torn
3	7	Box Failure — 2½" of Tape Torn

OTHER CLOSURE		
1	3	Joint Failed Completely
2	3	Joint Failed Completely
3	5	Box Failure

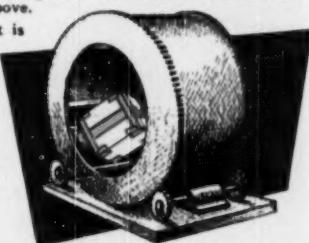
REVOLVING DRUM TESTS—The machine used in this test is a 7-foot hexagonal drum resembling a large barrel placed on its bilge. On the inside faces of the drum are a series of baffles which cause the container to fall on its various sides and faces in succession as the drum revolves at a constant rate of two revolutions per minute.

The results conclusively show the superiority of Gummed Sealing Tape for all closure purposes.

Taped cartons packed with No. 2 cans filled with water to a gross weight of approximately 52 lbs. withstood even double the punishment recorded above.

Said the report, "What is even more significant than the averages perhaps, is the fact that the superiority of the taped joint in resistance to rough handling was reflected in every one of the various styles of boxes in both sizes."

It should be clear to every shipper that . . .



No Other Closure Does So Much . . . for so little!

GET YOUR FREE COPY — A REAL AID TO BETTER SHIPPING

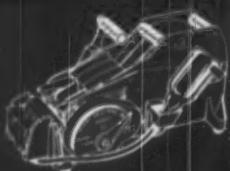
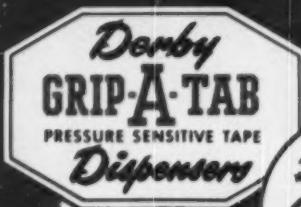
Please send me, without cost or obligation, a copy of your instruction manual "WHAT EVERY SHIPPER SHOULD KNOW ABOUT PROPER PACKAGE SEALING" and the large wall chart illustrating the "Eight Steps to Perfect Closure."

NAME _____

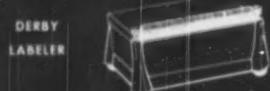
COMPANY _____

STREET _____ CITY & STATE _____

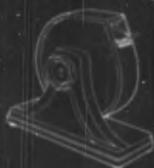
NOW 2 GREAT LINES OF SEALERS!



DERBY SEALER MODEL 32



DERBY
LABELER



Grip-A-Tab
ACTIONNEER

Grip-A-Tab RAP-RITE
UNDER COUNTER
MODEL



Grip-A-Tab RAP-RITE
WALL MODEL



Grip-A-Tab MEASURING TWO-INCHER



GREATER EFFICIENCY
GREATER ECONOMY
PENDABLE SERVICE

MEASURING AND NON-MEASURING DISPENSERS FOR ALL WATER SOLUBLE AND PRESSURE-SENSITIVE TAPES

There are over thirty revolutionary Grip-A-Tab pressure-sensitive tape dispensers . . . more than a dozen sturdy, heavy-duty Derby Sealing machines . . . each especially designed to give the utmost in efficiency, economy and long, dependable service . . . each designed for a specific operation. The unique features of each line will help expedite every job that requires the use of water soluble tape, gummed craft tape, sealing tape, water soluble labels or any of the hundreds of pressure-sensitive tapes from cellophane to the tough industrial tapes . . . for packaging, sealing, identifying, masking, reinforcing, protecting, holding, insulating, repairing or shielding. Measuring and non-measuring models . . . available in portable base or screw-down brackets.

Write today for further information on your specific tape dispensing problems.

Illustrated are a few of the many dispensers available, each designed for a specific purpose.

DERBY SEALERS, INC.

Designers and Builders of Derby Sealers and Grip-A-Tab Dispensers

DERBY, CONNECTICUT

Shipping COSTS GO DOWN when you use... **gummed tape**



If you want to seal it right...use **RED STREAK** tape

Don't guess—Investigate! Take time to follow your shipments with an eagle eye and a sales mind right to the point of opening. You'll find that your cartons, sealed with Red Streak Gummed Tape, reach their destinations in excellent shape because they are reinforced and sealed against moisture, dust, abuse and theft.

Here's where that sales angle comes in. The ultimate consumer, without effort, can open your taped carton with a knife or even a coin. Then watch him struggle and swear when opening any other type of closure. This customer satisfaction is worth investigating Red Streak Sealing Tapes today. Ask for Trial roll. No other form of closure gives so much for so little.

The BROWN-BRIDGE MILLS, INC., TROY, OHIO, U.S.A.

Here's your Free sample roll . . .

Just send in the coupon and we'll send you a trial roll of Red Streak.



The Brown-Bridge Mills, Inc., Box M-503, Troy, Ohio, U.S.A.

Please send me trial roll of Red Streak Sealing Tape and complete instructions on its proper use in making a perfect closure for my shipping cartons.

NAME _____

FIRM _____

ADDRESS _____



SEAL IT RIGHT WITH GUMMED TAPE

ALL THE ANSWERS To These Questions

WHAT IS THE POSTAL
ZONE AND RATE FOR
MILFORD, IOWA ?

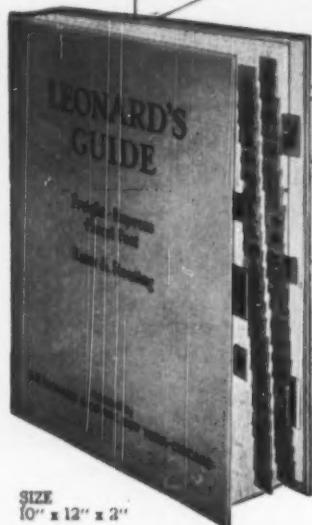
DOES THE RAILWAY EXPRESS CO.
HAVE FREE DELIVERY SERVICE AT
GREYBULL, WYOMING ?

HOW CAN FREIGHT
BE SHIPPED TO
DARDEN, TEXAS ?

WHAT IS THE CHEAPEST
WAY TO SEND A PACKAGE TO
BRAZIL, INDIANA ?

HOW SHOULD PARCEL
POST BE ADDRESSED FOR
FOWLER, OHIO ?

WHERE IS
DAYTON, MAINE ?



SIZE
10" x 12" x 2"

"The Shipper's Cyclopedia"

Published Continuously Since 1917

And the Answers to Most of Your Daily
Shipping and Traffic Problems are Found in

LEONARD'S GUIDE

FOR... Used Throughout the Nation by Over 19,000 Shippers
PARCEL POST, EXPRESS and FREIGHT RATES
and ROUTING INFORMATION

Indexed

•

Loose Leaf

•

Constantly Revised

G. R. LEONARD & CO.

125 NORTH WACKER DRIVE
CHICAGO 6

81 MADISON AVENUE
NEW YORK 16

Kimpak Float Packaging



GAS RANGE
Perfection Stove Company

Cuts shipping costs — reduces damage in transit!

Today's highly competitive market requires maximum economy and efficiency in every phase of manufacture and distribution. This applies in particular to the shipment of products from your factory. They must arrive in perfect condition, yet the cost of your protective measures must not be excessive.

KIMPAK® Float Packaging is the answer to this problem. It is the most efficient packaging method in the world. Yet KIMPAK is so easy to apply, so light in weight, it actually cuts shipping costs. In addition to preventing damage in transit, KIMPAK

creped wadding makes a fine impression wherever your product is received. The haphazardly-packed appearance, the litter and muss so common with other packaging materials, are eliminated.

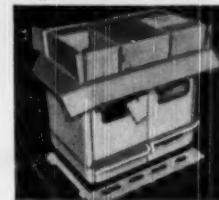
There is a specification of KIMPAK for every product—and for all Four Basic Methods of Interior Packaging: Bracing and Blocking, Flotation Packaging, Surface Protection, Absorbent Packaging. For information, refer to your classified telephone directory under "Packing Materials" or "Packing Materials—Shipping"; or write directly to Kimberly-Clark Corp.



1. Twelve thick KIMPAK pads are used to protect all enameled surfaces from rubbing and chipping.



2. Top of range is completely protected with KIMPAK cushioning. KIMPAK protects all door and drawer edges.



3. "Egg crate" is now added. KIMPAK separates and cushions accessories in compartments.



4. Shipping container now completes the package, and range is protected against transportation hazards.

All photographs courtesy of Perfection Stove Co., Cleveland, Ohio

Kimpak

REG. U.S. PAT. OFF. & FOREIGN COUNTRIES

CREPED WADDING

REG. U.S. PAT. OFF.

MEN—METHODS—MATERIALS



FREE BOOKLET

KIMBERLY-CLARK CORPORATION
Neenah, Wisconsin

SM-330

Please send me free, the illustrated KIMPAK Booklet, "Float Packaging".

Name _____

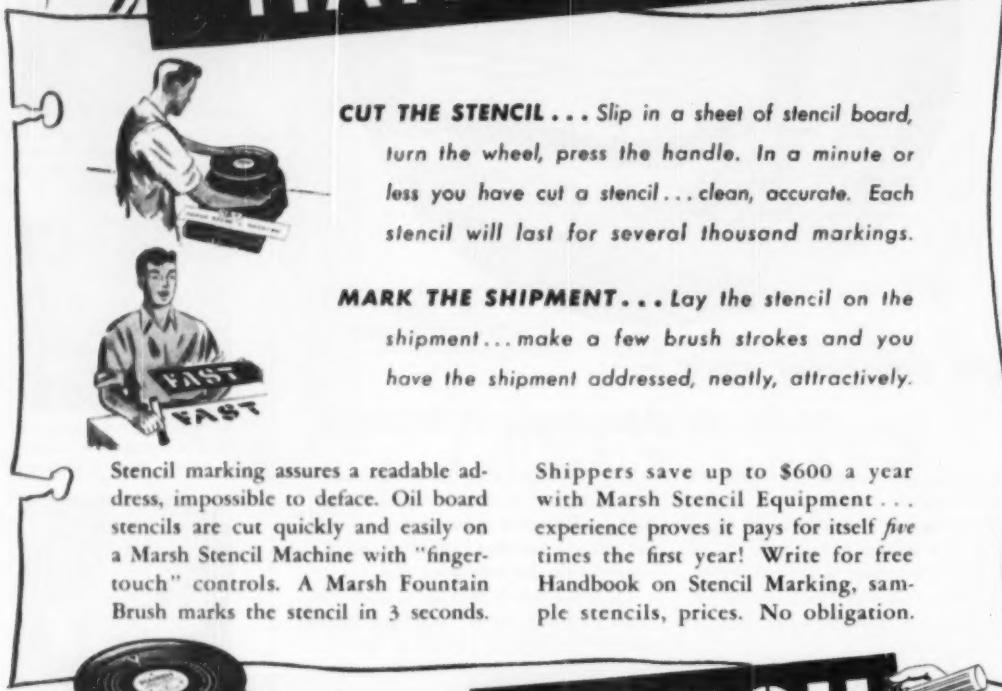
Firm _____

Address _____

City _____ Zone _____ State _____

HOW TO ADDRESS SHIPMENTS quickly, legibly, permanently with...

STENCIL MARKING



CUT THE STENCIL . . . Slip in a sheet of stencil board, turn the wheel, press the handle. In a minute or less you have cut a stencil . . . clean, accurate. Each stencil will last for several thousand markings.

MARK THE SHIPMENT . . . Lay the stencil on the shipment . . . make a few brush strokes and you have the shipment addressed, neatly, attractively.

Stencil marking assures a readable address, impossible to deface. Oil board stencils are cut quickly and easily on a Marsh Stencil Machine with "finger-touch" controls. A Marsh Fountain Brush marks the stencil in 3 seconds.

Shippers save up to \$600 a year with Marsh Stencil Equipment . . . experience proves it pays for itself five times the first year! Write for free Handbook on Stencil Marking, sample stencils, prices. No obligation.



MARSH

MARSH STENCIL MACHINE COMPANY
75 MARSH BUILDING, BELLEVILLE, ILLINOIS, U. S. A.

MARSH STENCIL MACHINES

Cut three size letters... $\frac{1}{2}$ ", $\frac{3}{4}$ ", 1" to meet Gov't. Spec. Newest design. Hardened Dies. Quick Replacement Punches, plus seven new features!



MARSH STENCIL INKS

Eight brilliant colors for stenciling all types of shipments. Waterproof, fast-drying, permanent!



MARSH FOUNTAIN BRUSHES

Handle holds ink, button controls flow. Marks 500 stencils without refill!



MARSH OIL BOARD

For cutting stencils. Cuts clean, sharp letters, good for several thousand stencil marks!

IMMEDIATE DELIVERY — STOCKS IN PRINCIPAL CITIES



Blue Ribbon GUMMED TAPE Supple-ized*

for faster sealing

When you seal with Supple-ized Blue Ribbon tape you save time in two ways:
 1. *Supple-izing* makes Blue Ribbon tape easier to use . . . reduces curling and twisting . . . takes out the stiffness. Blue Ribbon tape is flexible . . . it conforms easily to the contours of packages . . . its entire adhesive surface stays in intimate contact with the package.

2. *Supple-izing* helps the adhesive to take hold the instant the tape leaves the tape dispenser. *Supple-izing* creates millions of microscopic cracks in the gummed surface which permit water to penetrate the glue rapidly . . . one firm sweep of the hand puts Blue Ribbon down to stay.
 Only Blue Ribbon Superstandard Gummed Tape is *Supple-ized*.

Try a carton today and see the difference for yourself.

*Copyrighted. "Supple-izing" is an exclusive Hudson process for the treatment of the adhesive and paper to make the tape more flexible.

Blue Ribbon

HUDSON PULP & PAPER CORP., Dept. A-9
505 Park Avenue, New York 33, N. Y.



SUPERSTANDARD GUMMED TAPE

Available plain or printed, in choice of widths, weights, lengths and colors.

HUDSON PULP & PAPER CORP., Dept. A-9
505 Park Ave., New York 33, N. Y.

Send Today for illustrated, free booklet "How to speed up the sealing of packages in your shipping room."

Name _____

Company _____

Address _____

City _____ Zone _____ State _____

GUMMED TAPE . . .



"The only closure that does so much for so little."

How to speed up
the sealing of packages
in your shipping room



WIREBOUND BOXES and CRATES
WOODEN BOXES and CRATES
CORRUGATED FIBRE BOXES
BEVERAGE CASES
STARCH TRAYS
PALLET

The SUPERSTRONG box or crate for your product is on our designer's table.

SUPERSTRONG engineering and production "know-how"—based on nearly a century of experience—can create the type and size of shipping container that gives you greater overall economy through efficient construction, reduced space requirements, less shipping damage.

No obligation—just an opportunity to let us give you all details.

RATHBORNE, HAIR AND RIDGWAY BOX CO.
1440 WEST 21st PLACE • CHICAGO 8, ILLINOIS

Packing

A Punch.. By S.H.

THE first national packaging survey of the American Supply and Machinery Manufacturers' Association, Inc., Pittsburgh, has been completed. A complete technical "methods manual," has been prepared under the direction of Robert Weir Jr., chairman of the sales methods committee of the association.

K. R. Beardsee, vice president of Carpoloy Company, Inc., and president of the ASMMA, said that this study is now being transmitted to members of the association, as part of a country-wide drive by machinery and industrial supply producers to improve sales efficiency during 1950. Manufacturers in this group include makers of tools, metals, power plant equipment, abrasives, mechanical rubber goods, and materials handling devices, among other products.

In the report of the study, completed with the aid of six sales executives in the industry, it was pointed out that "packaging and labeling is one of eight phases required to complete the cycle of distribution." It is an important phase, the survey stressed, because it offers opportunities for better appearance; adequate product protection; reduction of damage or losses in transit; and reduction of service, maintenance and handling costs.

The ASMMA study does not substitute for the individual surveys of products which each manufacturer may be required to make for himself, according to the research summary. Past packaging methods were criticized as having been based, too often, on a "hit or miss" basis.

The manufacturers' group concluded that proper packaging and labeling is of the utmost importance to distributors of industrial supply and equipment products. This is true, it was said, because packaging practices of the manufacturer "have a great influence on handling costs of the distributor," as well as upon his use of warehousing and storage facilities, accuracy in filling orders, and speed of delivery services.

Substantial profits will result from properly planned "repackaging projects," the survey committee concluded. But they emphasized that the possibilities for substantial savings or economies were by no means the last consideration in repackaging projects. Now packaging and labeling is "definitely a management problem," deserving serious consideration, it was stated.



MARCH, 1950

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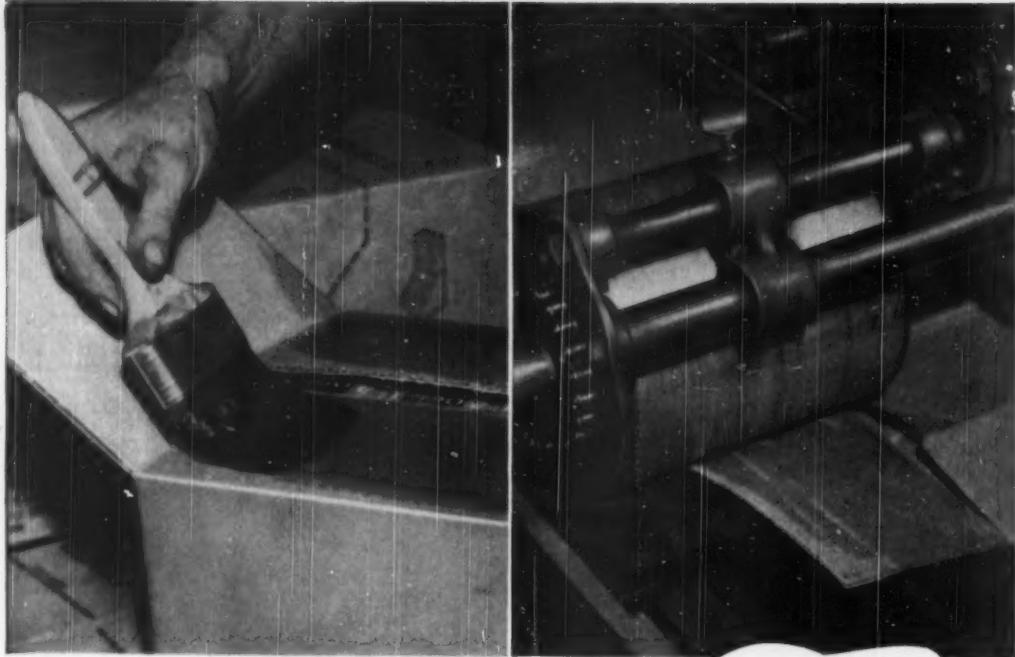
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Seal CASES IN 20 SECONDS!

BOXEAL is the new *fast setting* Shipping Case Glue which tears fibres 15 to 20 seconds after application by brush or machine. Brings new high speed and efficiency to all production lines where short pressure time is essential. BOXEAL permanently seals all types of shipping boxes, corrugated, Fourdrinier kraft, jute, solid fibre. Non-toxic, odorless, stainless, and most of all . . FAST SEALING!

Get our complete laboratory report on Paisley BOXEAL and take advantage of the offer to send a trial 5 gallon shipment at the 55 gal. drum price available to all drum users of shipping case glues. We'll ship ON APPROVAL, F.O.B. our nearest plant, New York or Chicago. Fill in the coupon below, attach it to your letterhead, and mail it to us TODAY.



★ DON'T WAIT.. FILL IN AND MAIL THIS COUPON FOR GENEROUS TRIAL OFFER ★

Gentlemen: Please send complete information about Paisley BOXEAL Shipping Case Glue.

- You may send, on approval, trial 5 gal. shipment of "BOXEAL" at 55 gal. drum price.
- Send me a copy of Laboratory Report on "BOXEAL".

FIRM _____

STREET _____

CITY _____

ZONE _____ STATE _____

BUYER _____

PAISLEY

PRODUCTS INCORPORATED

1770 CANALPORT AVENUE, CHICAGO 16, ILL. PHONE CANAL 6-2219
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Manufacturers of Glues · Pastes · Resin Adhesives · Cements and related Chemical Products

Shipping **MANAGEMENT**

FOR SHIPPING AND TRAFFIC EXECUTIVES

FOR SHIPPING AND TRAFFIC EXECUTIVES
425 FOURTH AVENUE, NEW YORK 16, N. Y.

MARCH, 1950
VOLUME 15
NUMBER 3

Air Freight Transportation

Now Subject For Serious Study By Shipping Men

"As a result of the practical development of air freight, a number of new elements have entered into the Traffic Management picture which no wide-awake traffic man will ignore . . . The study of this subject deserves the time and effort its importance justifies. Then, when called upon to solve problems of air freight transportation, you will be prepared. It will round out your traffic knowledge in all the major fields of transportation."

Richard Malkin, in Foreword to
"Air Freight Transportation"

AIR FREIGHT TRANSPORTATION, which blossomed into a full grown competitor of rail, truck, and ship transportation out of the needs developed in World War II, has achieved the dignity of comprehensive textual treatment in the Traffic Management Manual No. 31 of La Salle Extension University. Entitled "Air Freight Transportation, Organization, Service, Rates, Regulation" the book has been written by Richard Malkin, Managing Editor "Air Transportation Magazine" with the assistance of the Traffic Research Staff of La Salle.

Although cognizance is taken of the roles of air cargo, air express, air mail, passenger baggage and company material services, the author points out that the field is broad enough so that these phases must be discussed in separate manuals. Furthermore he clarifies the difference between air freight and air cargo in his introduction:

"Although this last postwar period saw the birth of air freight, this fact should not be confused with the birth of air cargo. Many types of cargoes were flown in Europe and Latin America, two and even three decades before World War II. The size of the cargoes

was limited by the size and the payload of the planes then in operation, and of course, they cannot be compared with the modern airplanes that are now operating on domestic and international routes. Credit is due to the Railway Express Agency's Air Express Division for initiating air express as distinct from air freight, in 1927, and to American Airlines, Pan American World Airways, and United Air Lines for conducting a number of experiments in bulk air cargo transportation before the last war.

"Air freight shipments are transported by airlines which also carry passengers, or by airlines which are exclusively all-freight carriers. However, regardless of which of these two types of carriers transports the shipment, air freight is air freight. The basic fundamentals of line haul transportation, ground handling, pick-up and delivery, stowage, selling the service, rates and tariffs, remain the same."

"Air Freight Transportation," a compact and concise study, is divided into eight chapters, covering

The shipper prepares the request and shipping order shown above. From it the airbill shown on page 16 is prepared.

Kinds of Air Cargo, Organization and Extent of Operations, Characteristics of Air Freight Transportation, Rate Tariffs, Air Freight Rates, and Principles of Rate-Making, Shipping by Air Freight, How To Sell Air Freight, Air Freight Forwarding Companies, and Legislation and Regulation.

Well Illustrated

The manual is illustrated by charts, tariff forms, and photographs which supplement its textual content in a visual way. As used in the La Salle Extension University courses, the manual is accompanied by two air freight practice tariffs containing air freight rates, charges, rules, and regulations, and by a set of practical problems which the student solves and sends to La Salle for instruction service.

It would be impossible to give adequate coverage to the material in the La Salle Manual in a single article, since all of it is of basic interest to traffic managers, air freight line employees, and shipping executives. One can perhaps highlight a single section: the advice given on "Shipping By Air Freight Carriers." Here the characteristic problems of Acceptance of Shipment, Packaging, Marking of Shipments, Routing, and Loss and Damage Claims are discussed in some detail in relation to air freight. The matter of Overcharges and Undercharges, the various forms used in shipping, Ground Service Functions of Air Freight Carriers, Handling at Airport, Loading and Unloading, and every other aspect of the actual shipping operation takes up the bulk of the discussion in the section.

On the matter of Acceptance of Shipment the Manual tells us:

"The carrier requires that all goods must be packed so that they will not deteriorate or cause other goods to deteriorate, marking must be legible and durable, and all customs and governmental requirements must be complied with when the shipment is an international one. Also, certain commodities named in the tariff are not accepted for air transportation because they may damage other shipments, impair equipment, injure the crew, or they may be specifically prohibited by law. A shipment of a single piece weighing more than 200 pounds may require advance arrangements. A suitable skid or other type of base may be required when the shipment weighs in excess of 100 pounds per square foot. Such rules vary, as between carriers, and some are more liberal than others."

Too Much Flimsy Packaging

The problem of poor packaging is ever present with air freight handlers as with other types of transportation, with the added complication that because it has been stressed that heavy crating is not necessary for air shipments much flimsy packaging finds its way into the air terminals. This necessitates reconditioning and results in costly delays in delivery. Too often the shipper seems to forget that air freight shipments ordinarily

BILL OF LADING		No. 21525	
THE FLYING TIGER LINE INC.		PICKED UP BY	
Sanford Air Terminal - Robert, Calif.		CARRIER'S INFORMATION	
		SHIPPER'S INFORMATION	
		RECEIVED	
		DATE	
		TIME	
		TERMS	
		CARRIER'S SIGNATURE	
		SHIPPER'S SIGNATURE	
		REMARKS	
		TOTAL WEIGHT - POUNDS	
		TOTAL CHARGES	
		INVOICE	

Shown above is a typical airbill of an all-freight airline.

are handled on the ground by motor trucks, and the hazards involved in this phase of transport must be taken into consideration. There are, Mr. Malkin observes, a number of containers now being produced which are essentially strong and light in weight, and therefore most suitable for air transportation.

There is a most familiar ring to the problems handled in Marking of Shipments:

"Just as proper packaging aids the dispatch of air freight, so proper marking also helps the carrier speed up service. One of the cardinal rules of marking is legibility. Labels should be filled in on a typewriter or hand-printed. Script often gives the air traffic agent trouble.

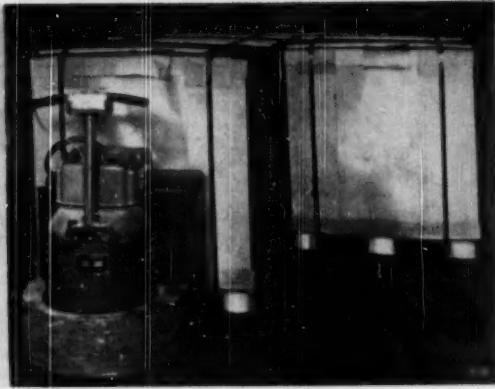
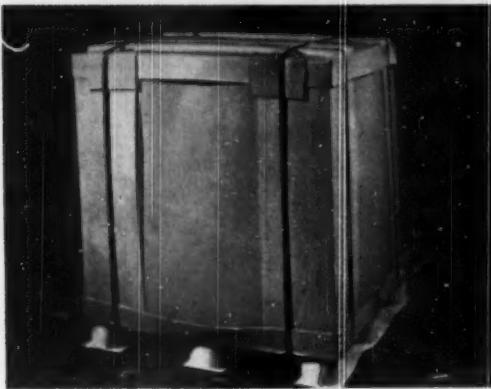
"A label should be pasted in approximately the same place on each package, where it can easily be found. Countless delays in air freight delivery can be blamed on the fact that the traffic agent must turn each carton over and around to find the mark or label which may be on top, bottom, or one of the sides."

To his advice on marking Mr. Malkin might have added the advantages of the use of the various types of stencil duplicators now on the market, which speed up the job of marking and increase legibility as well as uniformity. The use of stencilled addresses has been found very effective for many types of packages, and should be an aid to speeding air freight delivery.

The advice on Routing is similar to that for other forms of transportation.

On Loss and Damage Claims Mr. Malkin says:

(Continued on Page 29)



Left, completed expendable pallet unit load of chip board sheets. The pallet weighs 12 lbs.; four corner posts 3½ lbs.; Cover tray 4 lbs.; —total packaging material weight per unit load, 19½ lbs. At right, hand power truck of modern light variety easily lifts pallet unit load.

EXPENDABLE PALLETS: Shipping Chip Board

A Case History

The successful application of expendable fibreboard pallets to unit load packing, shipping and storage of sheet and roll stock paper, is an important step toward the realization of damage-free shipments and standardization of economical handling practices.

Since a very large proportion of all delivery carrier damage is the result of improper loading or unloading, the case history a unit load shipment presented below should be of interest to all.

IN PERFECTING THE EXPENDABLE PALLET, the inventors made use of the natural strength characteristics of fibreboard, both single and double face stock. Realizing the columnar strength of the corrugated flutes coupled with a strong adhesive, the circular legs or posts were developed. These posts are tightly secured with an adhesive that is stronger than the pallet itself. This gives positive assurance of no mechanical or construction failures.

These fibreboard pallets are designed so that a fork lift truck or hand pallet truck may enter the pallet from any one of the four sides or any of the four corners. This means the pallet can be set down from one direction and picked up from another, affording added flexibility in stowing and removing stows. Too, steel

straps can be used lengthwise as well as crosswise the pallets, providing stronger unit loads.

Increased Safety

The pallets also present added safety factors. They are non-sparking and, even when badly handled, there are no splinters or sharp edges to form a hazard.

Proper use of this highly developed, all-fibreboard pallet may be expected to result in increased profits from more efficient materials handling, plus added savings in material, freight, damaged paper, and a pallet which when it has served its purposes, can be cut up, baled and sold as scrap paper. Expendable pallets are purchased as an expense item, not a capital investment.

Case History

Tray type pallet, as a suggestion—43" x 43" x 3½", Style 32M with nine 7" dia. posts 3½" high. In some instances a reinforcing pad, 275 lb. test single wall, or possibly a pad of solid fibre can be added to inside of tray type pallet for additional deck strength.

Approximately 45½" of chip board cartons are carefully stacked into this tray pallet in five layers of equal height, with paper pads between layers. On each of the four corners, a corner protecting pad is placed into position. This pad is 200 lb. test corrugated board or solid fibre, 43½" x 22½", scored parallel to flutes at

(Continued on Page 28)

Photos and Data Courtesy Addison-Semmes Corporation

CORROSION PREVENTION

The Need For Cleaning And The Methods Used

Continuing the series of corrosion prevention articles inaugurated last year SHIPPING MANAGEMENT presents a detailed account of one of the most important operations prerequisite to efficient rust prevention. The processes and methods of cleaning described herein are presented courtesy the E. F. Houghton & Co., Research Staff.

IN ANY DISCUSSION OF CORROSION PREVENTION the first fundamental to consider is the condition of the surface over which a corrosion preventive material is applied. This immediately brings up the subject of cleaning. In the manufacture of metal products, cleaning is a phase of processing which cannot be overlooked or eliminated. It is a fundamental "must" for many reasons, particularly for corrosion prevention.

In many intermediate manufacturing steps cleaning will be necessary to remove very evident contamination, such as metal chips or dust, to permit the proper handling of a product in operations such as measuring or gaging, operational testing or assembling. Another reason for cleaning may be simply the attainment of satisfactory appearance.

But by far the most important reason for cleaning will be the removal of dirt or contamination from surfaces so that protective coatings can be applied without impairment of their protective qualities.

In the fields of painting and metal plating the need for cleanliness has been universally proved and recognized. However, in the field of "temporary" protection with the oil or grease type of preservative compounds the need for cleanliness is not sufficiently appreciated. In most cases these corrosion preventives are rendered practically useless by application over dirty surfaces. Therefore it is essential to select an adequate method of cleaning and to apply it conscientiously as a part of any corrosion prevention program.

What is Dirt?

Cleaning essentially is the removal of dirt. To appreciate the meaning of cleaning, however, it is necessary to know what is meant by dirt. Dirt may be defined as "any substance foreign to the construction or composition of the material on which it occurs."

Another fundamental statement which holds true is that any product always tends to collect dirt either in manufacture, use or storage. Following is a listing of

some of the more common operations in a plant and the type of dirt each operation adds to a product:

1. Handling
 - (a) General dust and contamination from floors, tables, or machines
 - (b) Perspiration residues
2. Machining, forming, polishing, etc.
 - (a) Metallic residues such as chips or grinding dust
 - (b) Cutting and cooling compounds
 - (c) Drawing compounds
 - (d) Buffing and polishing compounds
3. Heat treating
 - (a) Heat treating salts
 - (b) Quenching oils
 - (c) Carbonized residues and scale
4. Welding or soldering
 - (a) Fluxes, acid or basic
 - (b) Carbonized organic residues
5. Storage
 - (a) Factory dust
 - (b) Chemical fumes or mists

Explanation

In practically every case dirt is definitely corrosive, particularly in combination with traces of moisture from the air. General dust and factory dirt particles usually contain traces of corrosive acids or alkalies. Perspiration residues or traces of heat treating salts in combination with moisture produce acidic materials which accelerate corrosion. Metallic chips or grinding dust, too, create corrosive conditions. These fine particles prevent intimate contact of corrosion preventives with the surfaces to be preserved.

Also in many instances these particles create tiny electrical potentials, either more positive or more negative than the surface to which they are attached, and speed corrosion by electrolytic or galvanic action.

Cutting and cooling compounds not only bring water



Cleaning metal parts in hot alkaline bath.



Rinsing in force spray.

into contact with the metal but deposit chemicals which are slowly converted to acidic corrosive compounds. Carbonized organic residues and scale, like metallic chips, prevent intimate preservative contact.

The extreme corrosiveness of soldering or brazing flux residues is generally recognized. Chemical fumes from processing departments or from the burning of fuel when combined with traces of moisture will present severe corrosive conditions.

All of these substances in combination with the traces of moisture which are always present in air corrode metal products at a rate which may be ten-fold to a hundred-fold that of the simple combination of moisture and air. If such matter is removed, it is readily seen that the effectiveness of any applied corrosion preventive compound is immeasurably extended.

What is Cleaning?

As mentioned previously, cleaning is the process of removing dirt. There are many ways of cleaning, each way serving its purpose in removing some particular type of contamination or dirt. A very general distinction may be made by dividing the field first into "mechanical methods" and "chemical methods."

Under mechanical methods, cleaning by means of sand blasting, sand tumbling, scratch brushing, and similar means can be listed. These methods are used to remove inert carbonized residues, scale and other tightly clinging insoluble dirt by impact and abrasion and actually remove part of the surface of an article as well as the dirt.

Under chemical methods may be listed solvent cleaners, alkali cleaners, emulsion cleaners and electro-cleaning methods. These cleaners remove dirt by solution, saponification, emulsification or by a combination of these effects. It is with one of these chemical methods or a combination of several that most of the industrial cleaning of metal products is accomplished.

Alkaline Cleaning

Probably the most widely applied cleaning method is alkaline cleaning. It is so named because the original

applications were simply hot caustic soda or caustic potash solutions. Cleaning was accomplished by chemical reaction of the caustic with vegetable or animal oil dirt to form soluble products. This method was ineffective on mineral oil or other residues which would not react chemically with the caustic or dissolve in the hot water. Further, it is known that the very nature of a strong caustic may be corrosive if thorough rinsing is not assured.

Solution Cleaners

Today alkaline cleaning has broadened to include many other substances, such as the alkali silicates, phosphates, borates and carbonates. These in combination with soap or with the newly developed synthetic wetting agents have outmoded the old caustic cleaners as much as the automobile has outmoded the horse and buggy.

Used as solutions in nearly boiling water, these new cleaners work by solution, chemical reaction and emulsification to remove animal, mineral and vegetable oil contaminations as well as water soluble dirt. Hence, residues of heat treating salts, acid perspiration deposits and other inorganic dirt, as well as oil or grease films are easily removed.

Sometimes alkaline cleaning methods are speeded by electrical assistance. This procedure is known as electro-cleaning. Essentially the same cleaning compounds are used and the speedier cleaning is obtained by the liberation of either hydrogen or oxygen gas bubbles at the surface of the work being cleaned. These bubbles in their formation exert a "throwing off" or detergent effect and in their rush to the surface of the cleaner exert a light agitating, brushing and wiping effect which aids cleaning. Also the applied electric current which causes the dissociation of the water into hydrogen and oxygen exerts a polarizing and an "unplating" effect on some types of electrically charged particles which may contaminate some products. The extra cost of equipment

(Continued on Page 29)



"LISTEN, Mr. Traffic Manager"

ORDNARILY, IF TERMS OF SHIPMENT are F.O.B. contractors plant, a consignee's routing instructions should appear on his purchase order and must be followed to the letter if at all possible. If failure by the shipper to observe these instructions results in a higher transportation cost then the consignee is perfectly within his rights to charge back the difference to the shipper.

However, it is common practice in the merchandising field for consignees doing a regular business with certain shippers to send these shippers a blanket letter of shipping instructions. These instructions are supposed to cover all future shipments and theoretically failure by the shipper to route as specified can result in overcharge claims.

This practice of blanket routing instructions, as far as we can determine, was originated by some of the large mail order houses in an effort to economize by eliminating the operation of individually routing each order as it was placed.

This is particularly applicable where a central purchasing office orders for distribution to many branches throughout the country. In these cases the instructions are usually printed in booklet form and cover shipments from the F.O.B. point to all outlets in the country.

Purchase orders from these large concerns simply carry the notation "refer to our standard routing instructions."

Such a system, if properly executed is an excellent time saver particularly where large buyers are concerned.

Unfortunately, too many of the smaller concerns fail to realize that this system may not work too well in all cases and without much thought have tried to copy it for their own use.

As a result, most large shippers, shippers who handle hundreds of orders daily, are constantly plagued by routing instructions from dealers to whom they probably won't make one shipment in the course of a year. Furthermore, these small dealers, when they do send in an order, hardly ever make reference on their purchase order to the standard instructions in existence.

Thus is created a borderline problem for the Traffic Manager involved in such a system.

Must these Traffic Managers be forced to set up a costly cross reference file to check each order that comes in to determine whether instructions have ever

been issued; and if no file is set up should they be liable for charge backs because of an alleged misroute?

To our knowledge, the only decisions handed down in misroute cases are those in which the carrier or shipper actually violated written instructions which specifically covered a particular shipment.

In our opinion, a consignee has no right to expect a specific routing unless it is definitely stated on his purchase order or reference is made on the purchase order to standard instructions previously issued. It is out of the question to expect Traffic or Order Departments handling hundreds of orders daily to check

(Continued on Page 25)

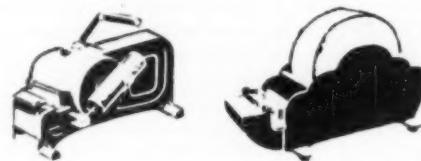
Good Tips On Closures For Fibre Boxes

Tape Dispensers

Poor Adhesion due to (1) insufficient moistening; (2) excessive wetting; (3) spotty moistening; (4) ends of tape not moistened.

Extreme Temperatures and Humidities in Tape Storage Room. Recommended: temperature range 60° to 80°, relative humidity range 15% to 70%.

Age and Freshness of Tape. Tape in storage is affected by aging; therefore, always use the oldest tape first.



(Courtesy Fibre Box Association)

Wasting Tape. Crisscrossing and long overlaps do not strengthen the seal. Tape should be applied along the seams of the box, and a 2½" to 3" overlap is sufficient to anchor the ends of the tape (steps 2 to 8 above).

1. Keep the water level up. A half filled or nearly empty tank means dry tape, and dry tape won't stick.
2. Keep brushes, rollers, and water tank clean. They should be washed daily in warm, soapy water.
3. Replace worn-out brushes. Bristles that are worn away or uneven cannot properly moisten the tape.
4. Use the dispenser properly. When using the simple hand-operated "pull-type" dispenser, always pull the gummed tape outward and downward so that it is in full contact with the brush or roller.

Stitches and Staples

Stitches and staples are widely used to close either the bottom or the top flaps of empty boxes as they are being set up. The closure of the open flaps of loaded

(Continued on Page 26)

GOVERNMENT**PERSONALITIES****NEWS REVIEW***A digest of recent activities in the packing and shipping field.***ASSOCIATIONS****COMPANIES****SIPMHE EASTERN DIVISION HOLDS FIRST PHILADELPHIA MEETING AIR PACKAGING DISCUSSED**

For the first time since its organization a meeting of the Society of Industrial Packaging and Materials Handling Engineers, Eastern Division, was held in Philadelphia. Chief topics of discussion were VPI and preservation and packaging in aviation.

Speakers at the meeting consisted of Mr. Herbert M. Lapidus, Chief of Packaging, U. S. Naval Aircraft Factory, Philadelphia, whose subject was "The Role of Preservation and Packaging in Aviation" and Mr. James M. Needham, Packaging Engineer, Angier Corporation, who discussed "The Story of V.P.I."

AIR EXPRESS INTERNATIONAL OPENS CHICAGO BRANCH OFFICES

Air Express International and its subsidiary, Surface Freight Corporation, opened new branch offices in Chicago and began operations on February 15, 1950, it was announced by Mr. Charles L. Gallo, President of both corporations.

These new offices, located at 801 South Sherman Street, will be under the supervision of Mr. Ignatz Grotik, District Manager, who will be assisted by Mr. Ralph Mezger, Export Manager. Both men have had an extensive background in the Import-Export field and have been associated with Air Express International and Surface Freight Corporation for a number of years.

This makes a total of 10 offices now being operated by this organization of freight forwarders and customhouse brokers of air and ocean shipments, who are already located in New York, Miami, New Orleans, Houston, Los Angeles, and San Francisco.

ANGIER CORP. APPOINTS DR. LIGHT DIRECTOR OF RESEARCH

Angier Corporation, Framingham, Massachusetts manufacturers of industrial packaging papers, has announced the appointment of Dr. Donald W. Light as Director of Research. For the past eight years Dr. Light was Director of Research for Ludlow Mfg. Co., Ludlow, Mass. Prior to this he was associated with American Cyanamide Co. and Anaconda Copper Co.

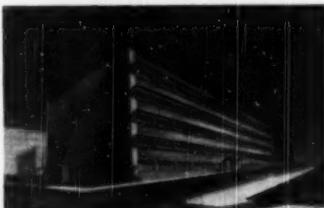
M. W. McCURTIN APPOINTED DIVISION MANAGER GUMMED PRODUCTS CO.

Mr. Harry B. Conklin, Director of Distribution of The Gummed Products Company, Troy, Ohio, has announced the appointment of Mr. M. W. McCurtin as manager of the Company's newly organized Product Service Division.

Mr. McCurtin will make his headquarters in Troy but will travel extensively into the numerous sales territories. In addition to duties centered about product development and testing he will assist merchant salesmen, wherever possible, in merchandising the Company's well-known Sterling Supreme and Trojan Imperial Gummed Tapes, Trojan Gummed Printing Papers, and Trojan Box Tapes.

3 M'S COMPANY WILL CONSTRUCT \$3,000,000 OFFICE BUILDING

Plans for the construction of a \$3,000,000 office building by the Minnesota Mining & Manufacturing Co. were announced here by R. P. Carlton, president.



He pointed out that the new unit will relieve congestion in the present main office building, permit consolidation of other scattered office groups and allow for future expansion.

Another part of the firm's nationwide expansion program is a two-story, block-long manufacturing plant now under construction here. It is scheduled for completion next fall and will cost more than \$2,000,000.

The new structure will be adjacent to the present three-level administration building.

The building is designed for seven floors and a full basement, although Pesek said only five floors and basement will be built for the present. "The other two stories can be added when necessary," he noted.

NEW PACKAGING ADHESIVES TO BE FEATURED AT PAISLEY PACKAGING EXPOSITION EXHIBIT

The distinctive trade-mark, "Paisley Scientific Adhesive Service," in plastic, with a giant bubbling test tube, will identify the Paisley Products, Inc., exhibit at the National Packaging Exposition, Navy Pier, Chicago, April 24-27th, 1950. The display will feature the new packaging adhesives developed during the past year. Laboratory Reports describing the products and their uses will be available for distribution.

A brand new Technical Service Bulletin, "Shipping Case Sealing," will be off the presses in time for the Exposition. This two color, profusely illustrated brochure will summarize the advances in container

design, methods of packing and sealing practices, plus a concise description of the expanded Paisley case sealing glue line currently produced by the Paisley factories.

The exhibit background depicts the many branches of the Packaging Industry being served by Paisley adhesive products, such as paperboard containers, bags, envelopes, glass and tin can labeling and sealing operations. Technical men will be in attendance to answer questions about their products and to assist adhesive users in selecting the proper items for specific labeling or sealing operations.

CHARLES G. POTTER PROMOTED TO MECHANICAL ENGINEER FOR KATY

H. M. Warden, vice president and general manager of the Missouri-Kansas-Texas Railroad, announces the promotion of Charles G. Potter, Denison, to Mechanical Engineer for the Katy with headquarters in Parsons, Ky. Potter was formerly erecting shop foreman for the Katy in Denison.

Potter, a native of Pine Bluff, Ark., was born June 1, 1917. Graduated from Pine Bluff public schools, he attended Arkansas State College and the University of Texas, receiving his bachelor of science in mechanical engineering from the University in 1941.

He entered Katy service in 1947 as a car draftsman in Parsons. Being promoted to erecting shop foreman for the Katy in Denison in July, 1949. He fills the vacancy caused by the resignation of John Holden.

E. H. FAIRCHILD, VETERAN IN MATERIALS HANDLING, DIES AT CLEVELAND HOME

Emerson H. Fairchild, who has been in the materials handling industry for more than a quarter of a century, died Sunday, Jan. 1, at his home in Cleveland. He was 59 years old.

Fairchild, who had been in ill health for some time, retired from business late in 1949. At the time of his retirement his firm, the E. H. Fairchild Company of New Orleans, was sales representative for the Automatic Transportation Company, Chicago, in the Louisiana, Mississippi, and Alabama territory. He had held the franchise for more than 10 years.

The period in New Orleans culminated 15 years with Automatic. Fairchild had worked for Automatic in Ohio, and then was southern sales manager, covering nine states.

ACME STEEL ELECTS H. L. BILLS V-P IN CHARGE INDUSTRIAL RELATIONS

Mr. Carl J. Sharp, President of Acme Steel Company, Chicago, Illinois, has announced that the Board of Directors has elected Mr. H. L. Bills as Vice President in Charge of Industrial Relations for the

(Continued on Page 24)

Freight Handling By Airline

Speeded With Stencil System

By T. W. BROOKS
Director of Passenger and Cargo Service
American Airlines

WITH AMERICAN AIRLINES, time is an all-important factor. When individuals and companies ship by Air Freight, they want the fastest service possible—with no delays. In order to speed up service, shipments must be routed over the quickest routes even though transfers at various points and additional handling may be involved. Time spent in handling must be reduced to the absolute minimum or the whole purpose of quick routing is defeated.

Many problems arise in the handling of freight. Some of them stem from marking requirements. Each package must be individually marked with information concerning its weight, lot, route, final destination, etc. Since this information must be quickly ascertained by handlers, it must follow some predetermined form. Markings must be clear and distinct and permanently affixed to each package so that there will be no danger of losses or delay due to lack of information.

Until recently, American Airlines followed the practices of many other major airlines and shipping concerns. Gummed labels imprinted or typewritten with the desired information were first affixed to each package

Photos & Data Courtesy Multistamp Company



Consignment of goods to be shipped is received by handler. Each individual package must carry information concerning its lot, routing, weight, final destination, etc. Using shipping order, handler fills in information on prepared, ready-to-use stencil with stylus. Markings show up black on stencil so that he can see exactly what he has written.

and then filled in by hand with a marking pencil. The time and labor involved in pasting labels and marking them accurately was expensive and oftentimes subject to costly errors through natural human frailty. Markings, in many cases, were indistinct and valuable time was lost in the double operation of affixing labels and laboriously marking them by hand. Occasionally, labels became torn or disfigured in shipment and additional time had to be consumed in investigating the identity, routing, and other necessary information concerning the package and shipment.

Dissatisfied with the results of this system of marking, American Airlines consulted the Multistamp

(Continued on Page 27)



Hand Stamp Duplicator stamps both form and information directly on package simultaneously. This all-in-one operation makes it possible for one man to mark a whole consignment of goods as fast as he can stamp each package. Human errors are eliminated because stencil reproduces exactly what is written.

NEW PRODUCTS & LITERATURE



PLIER TYPE STAPLER

A new stapling plier, model P6, has been announced by Bostitch. It has been designed to do work which requires a heavier staple than that used by the conventional desk stapler. Resembling a pair of ordinary pliers in both size and shape, it is held in the hand to operate and can be handily carried in the pocket from job to job. Its deep throat allows staples to be applied up to $\frac{2}{3}$ inches from the edge of the work.

Through a scientifically designed cam and roller action, the P6 is able to give a more powerful penetration with far less effort. Office users will herald it as the answer to the problem of fastening thick piles of manuscripts, records, and other thick piles of paper. In the shipping department, the P6 will readily staple heavy corrugated wrappings, multi-walled bags, and do other heavy fastening jobs. Manufacturers, too, will find it indispensable for those many fastening jobs which are beyond the capacity of the ordinary desk stapler and where it is desirable to carry the machine to the work. The P6 is available in two models. P6-6 takes a staple of .026 x .019 wire with $\frac{1}{4}$ " and $\frac{3}{8}$ " leg while P6-8 takes staples of .050 x .019 wire, also with $\frac{1}{4}$ " and $\frac{3}{8}$ " leg.

NEW PALLET MANUAL

An important step toward the realization of damage-free shipments and standardization of economical materials handling practices in the Paper Industry is revealed in a new 36-page manual issued by the Addison-Semmes Corporation.

The well illustrated book offers valuable information on the use of expendable, corrugated fibreboard pallets in shipping and storing roll and sheet paper stock of various types and sizes. "Case histories" of actual shipments are accompanied by photographs and mechanical sketches that clearly indicate the palletizing and loading procedures followed for lower shipping costs.

The advantages of unit-loading printing papers, chipboard sheets, boxboard cartons in sheet form, kraft paper, metal foils, cellophane, etc., are discussed at length. Outbound Unit Load cost comparisons between the expendable pallet and wood skid methods are also given.

The new manual is most useful and should be of timely interest to manufacturers and users of almost any form of paper stock.

BOOKLET ON TRUCK INDUSTRY

American Trucking Associations, Inc., has issued a fact-filled booklet prepared by its research department showing year to year changes in numerous phases of truck operations. It is available free upon request.

MEN - METHODS - MATERIALS

FIRE EXTINGUISHER DECAL

To help identify and locate the proper fire extinguisher in a hurry, the Meyercord Co., decalcomania manufacturer, reports the development of three unusual new decal sets for positive selection of three types of extinguishers for fires of: 1. wood, paper, rubbish; 2. electric, gas, chemical; and 3. of any origin except electrical.



A large decal (8" x 9") is supplied for application to the wall above the fire extinguisher, and a smaller one (1 $\frac{1}{4}$ " x 2") for the extinguisher itself. The new decals identify in three ways: by color code, by design, and by printed instructions naming proper use.

The decal selection sign for fires of wood, paper, or rubbish origin has black and yellow diagonal bars. For electric, chemical or gas fires, the identifying design has red and white horizontal bars.

The third decal was developed to identify foam type fire extinguishers, which are

suitable for any but electrical fires. This pattern employs red and white horizontal bars cut diagonally by a combination yellow and black stripe.

NEW STAPLER

Neva-Clog Products, Inc. of Bridgeport, Connecticut, originator of the plier-type stapler, is now marketing two new, deep-throated models featuring exceptionally long reach, large staple load and wide jaw opening.

Appropriately named the "Gators," these new plier-type staplers, of aluminum and steel construction, weigh only 14 ounces. Reach is 4 $\frac{1}{4}$ "; jaw opening is 9/16". Magazine load for Gator Model DT-32 is 334 light gauge N-C Staples and for Gator Model DT-30 is 140 heavy gauge N-C Staples.

For many industrial and other uses the exceptionally large magazine capacity speeds the work because of fewer stops for reloading. (An automatic load indicator warns when reloading is necessary). The deep throat and wide jaw design enable the Gators to fasten up to 4 $\frac{1}{4}$ " from the edge of the material and to handle thicknesses up to 7/16" with staples from $\frac{1}{4}$ " to $\frac{3}{8}$ " leg length.

ACTIVATORS FOR LARGE LABELS

To satisfy the needs of specialized manufacturers like chemical manufacturers and oil producers who use large size labels for cans and drums the Potdevin Machine Co. has put on the market two new delay-action activators that will handle 6-inch and 12-inch widths.

ALUMINUM STAPLER

A die cast aluminum office and home stapler has been marketed by the Wilson Jones Co. The unit staples, pins and tacks.

Weighing but 15 ounces, the unit is made almost entirely of aluminum with working parts produced of high grade hardened steel. Product holds a full strip of standard staples. When unit is used as a tacker, a friction clutch firmly holds the body of the stapler in an extended position, preventing it from collapsing and pinching the band, say company spokesmen. To load, the user drops staples into a slot and then compresses a spring until staples are engaged.

While staplers are used in office and industry for stapling correspondence, pinning checks to letter, tacking labels to shipping cases and other functions, a growing use for them in the home has also been noted. Tacking oilcloth to shelves, lining drawers, and attaching weather stripping

(Continued on Page 24)

"Listen, Mr. Traffic Manager"

(Continued from Page 20)

each dealers file to determine if they have ever issued instructions.



On small parcels of merchandise there is a constant difference of opinion as to which is the better way to ship . . . third class or first class.

"Why should this be a problem . . . third class is cheaper isn't it?"

"Yes, but isn't first class faster?"

"It shouldn't be faster . . . it all goes on the same train!"

"Maybe so but what about protection . . . I've heard that first class gets much better protection. I want my package to get there in one piece . . ."

You see . . . there is a difference of opinion and it is a problem. Here are the facts on this issue as unofficially explained to us by the Postoffice department.

First, first class mail is carried in pouches, third class is carried in sacks. The difference is obvious. A pouch is much smaller, holds less and generally carries mostly bundles of letters. Thus a package placed in the pouch rarely has a chance to get rough treatment. The sack is large, carries packages and bundles. Consequently, unless a package is large and strong it stands a chance of being "picked on" by the other packages in the sack. Conclusion: First class does give better protection.

Secondly, first class mail, delivered to a postoffice, must be sorted and out of that postoffice within a matter of hours. Third and fourth class mail is not touched until the first class is out. While first class must be out within a matter of hours, third class doesn't have to be out until noon of the day following delivery to the postoffice. By the same token, first class mail is actually sorted on the mail cars during transit and losses no time at transfer points. Third and fourth class mail is taken from the cars at transfer points and sorted within the postoffice. It is estimated that on the average run first class mail takes 4 to 5 days coast to coast while third and fourth class takes 7 to 12 days depending on the circumstances.

Conclusion: First Class is much faster.

Offsetting these two points is the fact that third and fourth class mail is much cheaper. This leaves the Traffic Manager with one major decision. Providing he packs his material so that protection is not a factor he must choose between a slower but cheaper method and a faster but more expensive method. Only his own circumstances can dictate the answer to that.

To further test these facts we have prepared 20 identical pieces of mail and sent them on a cross country tour of the nation, 10 as first class mail and 10 as third class. When all have returned we will list in this column the results in both elapsed time and condition of the packages.



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General Traffic Manager, RCA Victor Division, Radio Corporation of America

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Tips on Closures

(Continued from Page 20)

boxes is readily secured by using any one of the many standard stitching and stapling machines.

If You Operate a Stitcher or Stapler

1. Square up each box before stitching or stapling the flaps.
2. Make certain that your stitches or staples are properly positioned, spaced, formed, and clinched. All stitches and staples should completely pass through the pieces to be fastened together.
3. Check your work regularly for any flaws either in your machine or in its performance.

Metal Straps

To close a fibre box properly with metal straps (flat or round) you must use good judgment when tensioning the straps, which means NOT TOO LOOSE—loose straps don't close or reinforce.

NOT TOO TIGHT—the fibre box and your goods inside may be damaged.

BUT JUST RIGHT—so that the box is squarely closed and secured without tearing its edges or exerting too much pressure on its contents.

Suggestions:

1. In general, boxes carrying uniformly distributed loads should be strapped so that where only one strap is used in a given direction it will be centered on the box. Where two or more straps are used around the box in the same direction, they should divide the box into units of equal length. Lengthwise straps on regular or center special style boxes should be slightly off center so as not to be directly over the seam where the flaps meet. Boxes carrying loads having restricted points of contact shall be strapped wherever practicable over the points of contact.

2. Strap your boxes immediately prior to shipping whenever possible.

3. Maintain your strapping tools in workable condition by giving them regular inspections and the necessary preventive care they require.

Hand Adhesives

1. Use a good, new brush and a pan (about 8" in diameter) for the adhesive. A flat 4" brush will give best results. A bar fitted across the top of the pan makes it easy to remove excess adhesive from the brush.

2. Coat surface of inner flaps of boxes with adhesive. Use a thin, even application rather than streaks or dabs. Outer flaps need no adhesive coating.

3. Fold down outer flaps quickly, bringing them into contact with inner flaps. Work fast—delay means an inferior bond. Be sure to square up the box so that the flaps meet evenly.

4. Apply pressure. For bottom flaps use simple pressure form as shown here. If none is available, turn box bottomside down, putting a weight inside to hold

the flaps together. For sealing top flaps after box is filled, apply adhesive to the inner flaps and turn upside-down, or use semi-automatic pressure machine.

5. Clean-up: Wash adhesive brush. Remove adhesive from pans, returning it to original container. Wipe pans with clean, damp cloth.

Freight Handling Speeded

(Continued from Page 22)

Company of Norfolk, Virginia. A "form-cut" stencil was specially designed for American Airlines and prepared with American's form die-impressed into the stencil. For the first time, accurate marking could be effected by one man in a matter of seconds. Clerks had only to fill in the form already on the stencil, affix the stencil to the duplicator, and stamp both form and information directly on the package in a single movement. It is this all-in-one operation which makes the "form-cut" stencil ideal for so many filled-in form requirements. Once the stencil is checked, all possibilities of human error are eliminated.

Has Mechanical Advantages

The hand stencil duplicator, on which the "form-cut" stencils are used, combines the mechanical advantages of the rubber stamp and the rotary type duplicating machine. Being of the rocker type, it stamps clearly and distinctly on any flat or cylindrical porous surface. Like the rotary duplicating machine, ink is self-fed from within the duplicator, thus making it possible for one man to stamp almost 1000 packages with a single stencil and only one inking as fast as he can touch each package. Since ink dries through a penetrating process, the marking becomes a permanent part of the material stamped. There are no packages lost or delayed because ink smeared or labels came off.

For almost a year, America has tested and proved hand stencil duplicators and "form-cut" stencils under actual working conditions. Costs of labels and printing have been eliminated entirely. The entire operation requires only one person—thus reducing labor costs. Above all, valuable time is saved and accuracy is 100%. So impressed has America been that it has adopted duplicators and "form-cut" stencils as standard equipment. Already, many other major airlines and shipping concerns are preparing to follow suit.

Faulty marking is expensive. In 1948, the American Trucking Association estimated a \$10,000,000 loss and damage bill attributed directly to faulty marking or no marking at all. This was due, of course, to faulty marking on the part of its shippers, but the loss is there just the same. This is an unnecessary expense which can be easily eliminated—as evidenced by the combined efforts of American Airlines and the Multistamp Company. Since this unparalleled means of expediting air freight does exist, it seems logical that other major airlines will quickly follow the lead of American Airlines by having a "form-cut" stencil designed to take care of their needs. The desired information is die-impressed into the stencil affording a standardized form ready for use.

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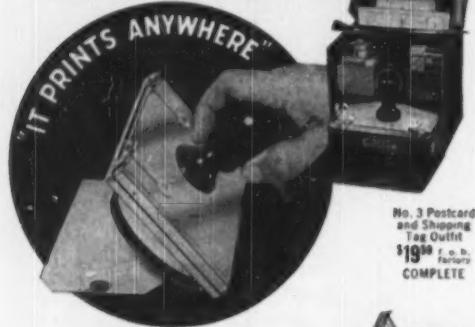
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Expendable Pallets

(Continued from Page 17)

11½". These corner protectors are approximately 2" shorter than the height of the stacked cartons to allow for shrinkage of the chip board and the drawing down of the metal bands.

After the load is protected by placing .025 paper between corner protectors, a scored and slotted cover tray, 43" x 43" x 3½" is put in place holding the four corner pieces into position. Cover tray has the same inside dimensions as the tray pallet. Cover is made of 275 lb. test, single wall corrugated board.

Four Metal Bands Used

Four metal bands are used, at least 3/4" x .020 gauge, with either light weight lumber or folded corrugated board under the bands over the top of the load and where the bands come in contact with the edge of the trays, to secure the entire unit load.

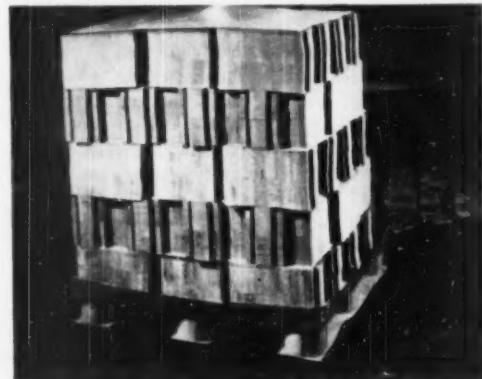


Photo shows method of stacking 30,000 K.D.F. cartons on tray type pallet. Five layers of cartons are built up and tied in with paper separators at equal heights. This method is also applicable to handling all types of chipboard in full sheets of any size.

The former method of packaging included two bundle wrappers, wrapping and piling bundles on wood skids. The skids required transportation to the shipping platform where the common carrier was required to supply a driver and helper. Three men were needed on the shipping platform to load the semi-trailer.

The "Power-Pack" method of packaging has eliminated one of the bundlers as well as the helper on the common carrier. One former bundler now applies corner posts, protective paper, lid, two boards and metal banding. The same man, operating a Pallet truck also places unit loads into the semi-trailer, thus reducing the number of personnel on the shipping platform.

This particular chip board item (box board cartons) is shipped by motor freight, hauling 15 pallets per trailer load. Truck loading plan is similar to that used for flat sheet stock paper. Each pallet carries 30,000 K.D.F. cartons—the equivalent of 60 wrapped packages of 500 K.D.F. cartons. The weight of each loaded

pallet is 1800 pounds. Total weight per trailer load is 27,000 pounds.

On the receiving end, the truck is unloaded in 45 minutes compared with three hours required when cartons are packaged and shipped in bundles on wood skids. At the consignee's warehouse, unit loads are stacked 3-high. An additional advantage of the method of packaging lies in the fact that the customer no longer has to untie small bundles, but merely breaks the straps and removes the lid from the unit load, making 30,000 cartons immediately available.

Air Freight Transportation

(Continued from Page 16)

"The originating or delivery airline must be notified in writing of a claim of loss or damage. This must be filed within the time limits and as otherwise required by the conditions of the airbill or other carriage contract, or as provided in the carrier's tariff. The claim must contain all information identifying the lost or damaged shipment and asserting liability on the part of the carrier. Documents such as the airbill or other contract of carriage and original invoice are required to support claims."

Poor Packaging To Blame

Mr. Malkin points out that poor packaging causes a large percentage of damaged shipments. To this must be added the problem of rough handling before and after shipments reach the airport. Much damage due to inferior packaging occurs during the surface phase of the shipment.

The problem of pilferage appears to have been practically licked in air shipping. Most lost shipments are small packages, and many of these turn up in the air carrier's own warehouse, in a truck, in the trucker's warehouse, or even in some dark corner of a plane.

As a pioneering text in this most important phase of air cargo, "Air Freight Transportation" will probably be of considerable value to every traffic and shipping manager and employees of air freight lines whose firm now makes use of air transport in shipping or receiving goods or who are contemplating such use. Although planned as part of a general course in traffic management the Manual is available separately.

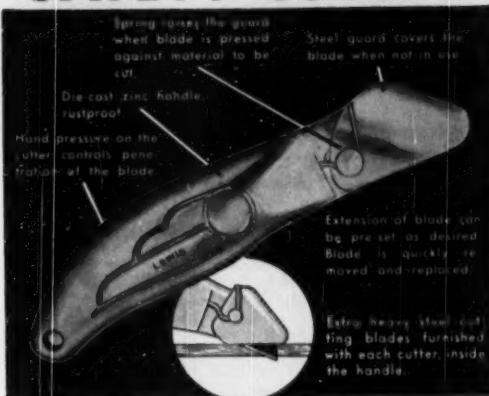
Corrosion Prevention

(Continued from Page 19)

and current in this method limits the use of this type of cleaning more than the simple alkaline soak cleaning.

Both the alkaline and the electro-cleaning methods are capable of removing almost all types of dirt in a single stage. In both methods it should be emphasized that adequate rinsing must follow the cleaning to remove the cleaner residues. Unless the rinsing is properly controlled products tend to rust slightly on drying. If residues of cleaner are not thoroughly rinsed

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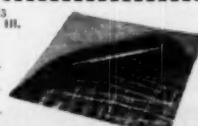
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they remain to assist electrolytic or galvanic corrosion later.

Solvent Cleaning

Another widely used method of cleaning is by means of organic solvents. The solvents generally used can be listed under three headings:

- Petroleum solvents
- Chlorinated solvents
- Specialized solvents

The petroleum solvents are petroleum distillates or "cuts" of sufficiently high flash point for safety in industrial use. They are used practically always at room temperature, and clean by solvent action. Excellent removal of mineral or vegetable oil dirt is possible but there is no removal of inorganic residues such as those from heat treating salts or perspiration.

There are available today special types of treated petroleum solvents which have water displacing properties as well as cleaning action, and which, in contrast to the solvent commonly called "Stoddard Solvent," afford temporary rust protection.

Chlorinated solvents of the inhibited trichlorethylene or tetrachlorethylene type are used mainly in vapor degreasing cleaning procedures. In purchasing these solvents care should be taken to ascertain from the source that solvents are properly inhibited, and what methods are used to assure strict acidity control. The cleaning solvent is vaporized in an enclosed tank and is condensed by cooling action of the product being cleaned. As with petroleum solvents, the removal of oil and grease type dirt is thorough but there is no removal of inorganic residues.

Specialized solvents are generally used in connection with petroleum solvent or chlorinated solvent cleaning procedures. They are designed to remove some of the inorganic residues which the ordinary solvents do not touch.

Perspiration residues and trace residues of other inorganic dirt are removed by solvents such as synthetic wood alcohol (methanol) with a small percentage of water, or by a combination of petroleum solvent, highly surface active compounds and a small amount of water compounded into one homogeneous product.

Emulsion Cleaning

Emulsion cleaning methods are less widely used than either alkaline or solvent methods because they are usually more mild in cleaning action. However, when properly applied, emulsion cleaners remove both oil and grease type dirt as well as inorganic, water soluble contamination.

There are two general types of emulsion cleaners. One is a combination of organic solvent and water kept in a thoroughly dispersed (emulsified) state by surface active or emulsifying agents. This mixture is usually applied as a spray for more effective cleaning but can also be used as an immersion cleaner in many cases.

A specialized type of emulsion cleaning consists of applying a mixture of petroleum solvent and surface active agent to the product being cleaned and then rinsing with high impact water sprays or steam jets. This is particularly suited to the removal of thick, heavy oil or grease contamination.

Methods of Cleaner Application

In general the various cleaners discussed may be used in one of two ways, either as an impact spray or as a liquid immersion procedure. The advantage of immersion procedures is that all surfaces, both internal and external, or a product may be reached. With a spray application not all surfaces of an irregular object can be reached; however, wherever surfaces are reached by a spray the force exerted tends to remove contaminants more thoroughly than does still immersion.

Rinsing and Drying

In all cases after cleaning no cleaner residues should be allowed to remain. Thorough rinsing and drying are really a part of the cleaning procedure and must be properly done. Residues from alkaline cleaners, or chlorinated solvents in combination with moisture can cause eventual corrosion. Even petroleum solvent residues remaining on surfaces will tend to thin and reduce maximum effectiveness of applied corrosion preventives.

When compressed air is used for drying, it is important to guard against moisture condensation by installing water traps in the air line.

Overhead Conveyor Helps Freighthouse Work

An overhead truck-tow conveyor system, recently installed in a large Texas freight station, speeds operation, eliminates platform congestion, simplifies traffic movement, and reduces costs at the 160-car freighthouse. The overhead conveyor consists of a 2,030 ft. continuous, rivetless chain operating on ball-bearing trolleys on a 4-inch I-beam. Hooks are spaced at 15-foot intervals for attaching four-wheel platform trailers. The conveyor speed is variable from 60 ft. to 120 ft. per minute, for a capacity of 360 to 720 trailers an hour past a given point. As now set up, the chain makes a complete circuit every 19 min. It is powered by a 15-hp. electric motor.

Trailers are coupled to the traveling chain by means of a telescopic mast with a hook at the upper end. The mast fits on the trailer as would a wagon tongue. The conveyor system has a capacity of 135 trailers with an average load of 1,500 pounds each, or a total average load of 202,500 pounds. There are 300 four-wheel trailers in use.

The overhead conveyor system is used to transport freight to and from various points in the freight-house. Prior to its installation there was traffic congestion in the freighthouse, attributable in part to movements in different directions. Under the new plan all traffic moves in one direction along only a single lane.

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By LAWRENCE W. KING

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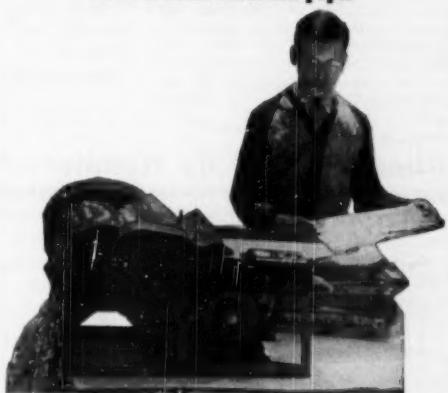
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FOUNTAIN MARKER . . . can make dozens of jobs easier for you . . . and faster and better. Illustrated data sheet that shows you exactly what this marker does, and how. No matter how you mark shipments you'll get ideas from it. 23.

SAFER WRAPPING . . . for your product with this remarkable board. Reduce shipping damage losses, and cheaper to use from the start. Made of finest quality raw materials, flutes perfectly formed, and a unique method of permitting an all-ways flex, for all-ways protection. Sample free, check 24.

FREE BOOKLET . . . on the art of sealing packages properly. Every shipper should have this information at his side constantly. Sent at once if you check 25.

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BOXES AND CRATES . . . Bound with wire, they offer added protection and added efficiency at lower cost. For full details check 27.

UNITIZED LOADING METHOD . . . That prevents cases from falling into "voids" or "wells" at either end of freight cars. Details and sample of special reinforced waterproofing paper sent if you check 28.

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AIR FREIGHT . . . is a new field. Up-to-the-minute texts and modern courses will give you the know-how to get ahead. Our pioneering knowledge will make you a higher salaried man. For free information check 31.

Patented C. O. D. System Saves Time And Costs

Combining all necessary records for shipping C.O.D. parcel post packages, a new, patented system now being sold by Brandt & Brandt Printers, Inc. promises to save considerable time and costs. The system is being brought chiefly to the attention of department stores, direct mail houses and others involved in shipping C.O.D. packages via parcel post.

The system gives daily complete information concerning the number of orders shipped, the total of shipments, and the total amount of postage, which clerks now obtain through hours of special labor.

System Is Flexible

The system is flexible enough to be varied to meet the conditions of different businesses. In a typical set up the system comes put up in pad form printed 10 labels on a sheet with 4, 5 or 6 sheets to the set, interleaved with one time carbon. There are 250 individual sets of C.O.D. shipments to a pad. Size of label is $5\frac{1}{2}'' \times 1\frac{3}{4}''$. Label No. 1 is a gummed label which is pasted on the package. Label No. 2 is a gummed label which is pasted on the lower half of the Post Office tag which is in turn attached to the package. This saves filling in and numbering the tag.

Labels No. 3 and 4 are the original and duplicate Post Office receipts delivered to the Post Office in units of 10 labels with a receipt printed at the bottom of each ten. These labels do away with the necessity of using the manifold or receipt books furnished by the Post Office. One of these units of 10 is kept by the shipper and one is kept by the Post Office for their records.

Label No. 5 is a gummed, perforated label on which the name and address of the customer comes through. This is pasted on the Post Card for acknowledgment of order, notice of shipment or can be used for a follow up in sending out a catalogue. Label No. 6 is a manila label. This is used for the filing system. This label comes num-

bered and perforated. It can be torn apart and filed away in a small box and removed when checked against money orders received or goods returned. You can always tell at a glance what is outstanding by the balance of cards which are still left in this file.

The system has been approved by the Post Office Department.



Typical rapid system of handling C.O.D. orders is shown above. There are five sheets to this particular set, but they may come in 4 or 6 sheet groupings, depending upon need. Cutaways from 1 to 4 above show appearance of each duplicate sheet.

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SALESMAN TO SELL hand-made, semi-hand-made bags and industrial papers. State of Indiana. Permissible to handle another line. Box 404, Shipping Management, 425 Fourth Ave., New York 16, N. Y.

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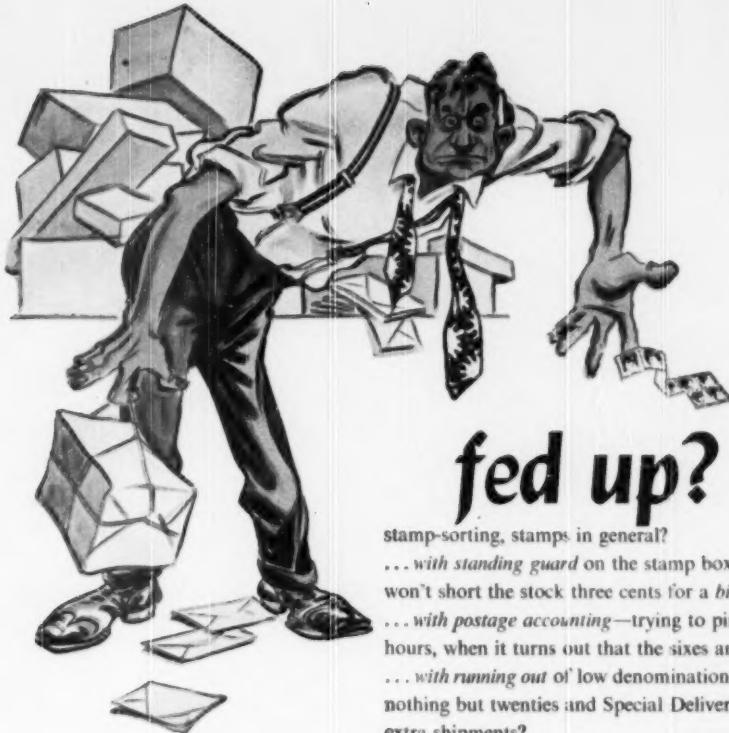
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fed up?

...with stamp-separating,

stamp-sorting, stamps in general?

...with standing guard on the stamp box so some office stamp snitcher won't short the stock three cents for a *billet doux*?

...with postage accounting—trying to pin down a few pennies after hours, when it turns out that the sixes and sevens got mixed somehow?

...with running out of low denominations and winding up with practically nothing but twenties and Special Deliveries the day the joint jumps with extra shipments?

Brother, start bothering the boss for a machine called a postage meter!

The postage meter prints a single stamp for the exact amount of postage you need . . . on gummed tape that comes out moist or dry . . . with a *metered postmark* that shows the shipping date (no argument!)

. . . and helps speed all your mail and parcels to waiting trains and planes.

No guarding stamps . . . every penny of postage is completely protected in the meter . . . and automatically accounted for as used!

No separating, sorting . . . just flick the levers and you get any denomination you need.

And the meter handles letter mail, too . . . prints postage right on the envelope, seals flap same time.

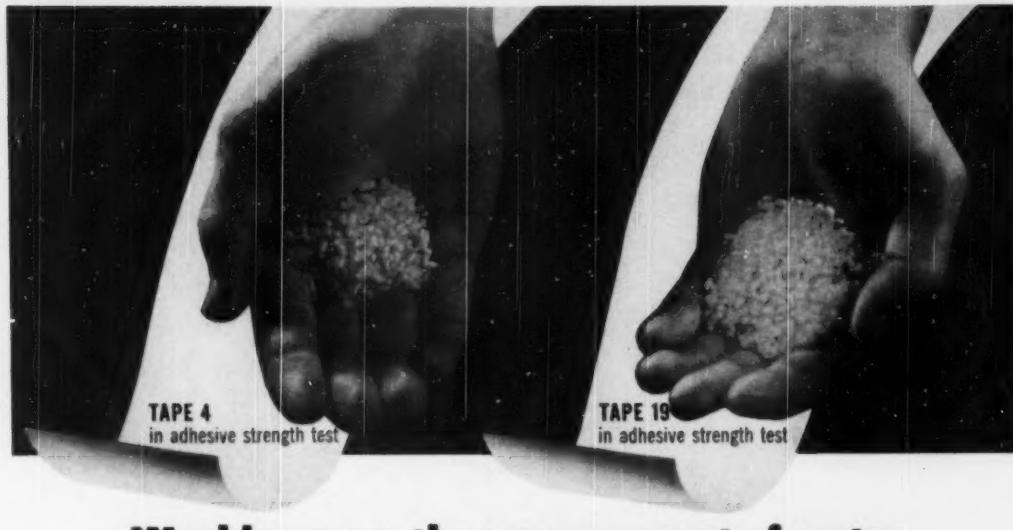
There's a postage meter for *your* shipping department . . . small or large! . . . Call any PB office or write for a free illustrated booklet!



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PITNEY-BOWES, Inc., 2226 Pacific St., Stamford, Conn.
Originators of Metered Mail. Largest makers of mailing machines. Branches in 93 cities in the United States and Canada.

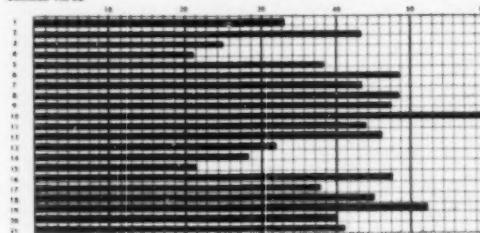




**Would you use the same amount of water
to moisten the glue of both these tapes?**

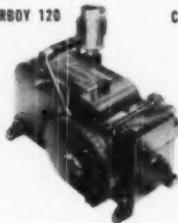
21 DIFFERENT GUMMED TAPES

ADHESIVE STRENGTH TEST SCORE

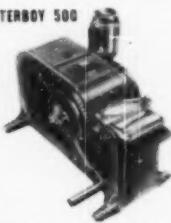


National Bureau of Standards tests prove that 21 different gummed tapes vary almost 300% in adhesive strength — practically no two tapes alike!

COUNTERBOY 120



COUNTERBOY 500



Leading shipping-room models equipped with patented Counterboy Moistening Control

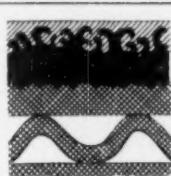
Only Counterboy Moistening Control can adapt the moistening to meet all tape-sealing conditions: quantity and quality of glue — operating speeds — water temperature and hardness — humidity — age of tape — short or long tape lengths — type of box surface, etc. That's why only C.M.C., patented Better Packages feature, gives you all the sticking quality the gummer puts into your tape!

what goes on under your tape?



sure bond
of glue
to tape

sure bond
of glue
to carton



sure bond
of glue
to tape

poor bond
of glue
to carton

TIGHT PERMANENT SEAL with C.M.C. — quickly adjustable to condition all the glue and assure deep penetration — whatever the glue formula.

SUPERFICIAL, DANGEROUS SEAL — common result of ordinary moistening that leaves a layer of dry, unused glue to cause tape failure hours afterward.

Better Packages, Inc.

SHELTON CONNECTICUT

COUNTERBOY MOISTENING CONTROL DELIVERS ALL THE STICKING QUALITY THAT'S IN THE GLUE